

ADA 953950

100 LARGEST DEFENSE CONTRACTORS
AND THEIR SUBSIDIARY CORPORATIONS

FISCAL YEAR 1973

ISSUED ANNUALLY BY
DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS
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100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS
LISTED ACCORDING TO NET VALUE OF MILITARY
PRIME CONTRACT AWARDS
FISCAL YEAR 1973

The net value of military prime contracts awarded by the Department of Defense to United States contractors for research and development, services, construction, and supplies and equipment during fiscal year 1973 totaled \$31,627 million, a drop of \$1,735 million from the dollar level of contracts awarded in fiscal year 1972.

The general decline in procurement during fiscal year 1973 was evident in most major programs of the DoD and particularly in hardgoods programs such as, aerospace and ammunition which are dominated by large contractors. However, the continuing high overall level of awards in major hardgoods industries concentrated more than 68.6% of the total prime contracts of \$10,000 or more awarded to U. S. contractors in the top 100 contractors. These 100 contractors, which together with their subsidiaries are predominantly major equipment and weapons system suppliers, received contract awards ranging from \$36 million to more than \$1.7 billion. Of the \$31.6 billion in defense prime contracts awarded to all U.S. contractors in fiscal year 1973, \$21.7 billion or 68.6% was awarded to the top 100 contractors. In fiscal year 1972 the top 100 contractors received \$24.1 billion or 72.1% of the volume of awards placed with all U. S. contractors. The table which follows show that the first five contractors on the top 100 list received 20.1% of all awards given to U. S. contractors in fiscal year 1973.

Percent of U. S. Total

<u>Companies</u>	<u>FY 1970</u>	<u>FY 1971</u>	<u>FY 1972</u>	<u>FY 1973</u>
1st	5.9%	5.1%	5.1%	5.3%
2nd	3.8	5.0	5.1	4.5
3rd	3.2	4.0	3.9	3.9
4th	3.0	3.7	3.7	3.6
5th	2.8	3.5	3.5	2.8
1 - 5	18.7%	21.3%	21.3%	20.1%
6 - 10	10.5	13.5	13.9	11.7
11 - 25	16.8	17.3	16.0	17.0
1 - 25	46.0%	52.1%	51.2%	48.8%
26 - 50	13.3	11.0	11.5	10.4
51 - 75	6.6	5.8	6.0	5.9
76 - 100	3.8	3.2	3.4	3.5
1 - 100	69.7%	72.1%	72.1%	68.6%

Lockheed Aircraft Corp., as in the past five years, is in the number one position. This contractor received \$1,659 million in fiscal year 1973 compared with a total of \$1,705 million in fiscal year 1972.

Fourteen contractors not appearing on the list last year are among the top 100 companies this year. Of these, one appears in position 50, one in position 58 and the balance between positions 71 and 100.

Companies Listed in FY 1973
But Not in FY 1972

Atlantic Richfield Co.
Blair Algernon, Inc.
Blake Const. Co. & U. S. Industries, (JV)
Bulova Watch Co., Inc.
Burroughs Corp.
Centex Corp.
Computer Sciences Corp.
Cutler-Hammer, Inc.
Dynalectron Corp.
Hunt Building Corp.
Kaiser Industries Corp.
Pacific Corp.
United States Steel Corp.
Whittaker Corp.

Companies Listed in FY 1972
But Not in FY 1973

Colt Industries, Inc.
Diamond Reo Trucks, Inc.
Fairchild Camera & Instrument Corp.
Federal Cartridge Co.
Flying Tiger Corp.
Gulf & Western Industries
Itek Corp.
Kiewit Morrison Fischbach (JV)
Marathon Mfg. Co.
Ogden Corp.
Pacific Architects & Engineers, Inc.
Raymond Morrison Knudsen (JV)
Transamerica Corp.
Xerox Corp.

Of the 86 contractors appearing on the list in both fiscal year 1972 and fiscal year 1973, 42 bettered their position, 40 were in a lower position and 4 showed no change. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

The most significant position change, both in dollar volume and rank, was for Textron, Inc. This company increased its contract volume by more than \$506 million and moved from 24th position in fiscal year 1972 to 7th place in fiscal year 1973. Of major importance to this company in fiscal year 1973 were awards received for work on the UH-1 Iroquois and 214-A commercial helicopters. Other companies with major dollar volume increases were the Raytheon Company and the General Electric Company. Whereas seven companies had received more than \$1 billion each in fiscal year 1972 only four companies reached this level in fiscal year 1973. This was the smallest number of \$1 billion companies since fiscal year 1970.

Contract awards to the Raytheon Company which moved from twelfth place last year to eleventh place this year, increased by \$173 million. In addition to Textron, Inc. and the Raytheon Company, other companies with major position changes were: Asiatic Petroleum Corp. which went from 71st place to 34th place; Chrysler Corp. from 57th to 30th; Eastman Kodak Co. from 62nd to 38th; Goodyear Tire and Rubber Co. from 59th to 39th; Chamberlain Mfg. Corp. from 61st to 94th; Magnavox Co. from 45th to 73rd; Olin Corp. from 58th to 83rd and American Motors from 30th to 51st place.

Other changes concerning companies on this years list were: the changes in name for Standard Oil of New Jersey which is now Exxon Corp. and North American Rockwell Corp. which is now called Rockwell International Corp. Boeing Co. gave company status to its operating organizations (divisions). Some of the newly designated companies are: Boeing Commercial Airplane Co., Boeing Aerospace Co. and Boeing Vertol Co.

Although the work performed by many of the contractors on the list includes more than one procurement category, each contractor has been assigned in the following table to the procurement category that accounts for its major share of defense awards. For example, RCA Corp. is a multi-industry company producing electronic and telecommunication equipment and industrial and consumer products. For this table it is assigned to "Electronics", the procurement category accounting for its largest dollar volume of DoD prime contract awards. On this basis "Electronics" companies increased by 3 from fiscal year 1972 while companies engaged in "Missiles" decreased by 2.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1972</u>	<u>FY 1973</u>	<u>Change</u>
Aircraft	22	21	-1
Missiles	13	11	-2
Ships	3	4	+1
Tank Automotive	4	4	-
Weapons	2	0	-2
Ammunition	18	17	-1
Electronics	16	19	+3
Services	11	10	-1
Construction	2	4	+2
Petroleum	9	10	+1
Subsistence	0	0	-
Construction Equipment	0	0	-

During fiscal year 1973, four companies received military prime contract awards of \$1 billion or more. These companies also received this dollar volume in fiscal year 1972. Of the companies in this group, General Electric Co. showed the most significant change from last year moving up from fourth to second position. The four companies and a brief description of their work being performed for the DoD are as follows:

Lockheed Aircraft Corp. with a total of \$1,659 million or 5.3% in DoD prime contract awards heads the list of the top 100 for the fifth consecutive year. This was a decrease of \$47 million from fiscal year 1972, however, the company's share of the total DoD contract volume was approximately the same as last year. Whereas the pattern of awards in recent years has shown the aircraft contracts for this company assignable to the C-5 Galaxy Aircraft, in fiscal year 1973 the largest contract volume was for the S-3A Viking Antisubmarine Warfare Aircraft. Other major aircraft awards, in addition to the S-3A, were for the C-5 and the C-130 Hercules Transport. Major missile work included the Poseidon and Trident.

General Electric Company moved up to second place in fiscal year 1973 displacing McDonnell Douglas Corp. which slipped to fourth position. Awards received by the General Electric Company amounted to \$1,416 million for 4.5% of total. In fiscal year 1972, General Electric Company received \$1,259 million for 3.4% of total. Nuclear reactors and turbojet and turbofan aircraft engines were the major work of this company. Other activity included Research and Development for the B-1 and work for the Minuteman missile.

Boeing Company, in fifth place last year, moved up to third place this year. This year's contract volume reached \$1,229 million, \$58 million more than last year; however, due to the overall drop in total awards the percent of total applicable to Boeing Company increased from 3.5% in fiscal year 1972 to 3.9% of total in fiscal year 1973. Boeing Company's major work for the DoD continues in missiles and aircraft. Missile programs include the Short Range Attack Missile (SRAM) and the Minuteman. Aircraft work included spares production for the B-52 Stratofortress Bomber Aircraft and the B-1.

McDonnell Douglas Corp. in second place last year fell to fourth position this year as the volume of contracts awarded fell by \$557 million. Total awards received by this company during fiscal year 1973 amounted to \$1,143 million or 3.6% of total. In fiscal year 1972 awards totaled \$1,700 million or 5.1% of total. The major aircraft contracts for this company continue to be for the all weather F-4 Phantom and the F-15 fighter aircraft. Other major contracts are for the A-4 attack aircraft and Dragon missiles.

NOTE: Included in the overall U. S. total, for the first time, are DoD contracts for the Civilian Health and Medical Program of the Uniformed Services (CHAMPUS). This program provides an improved and uniform program of medical and dental care for members and certain former members of the uniformed services, and for their dependents. Awards under this program were not included in DoD procurement statistics prior to this year. Although the volume of dollars representing CHAMPUS contracts have been included in the total for all U. S. companies, the Contractors involved in this program, consisting of insurance companies and nonprofit organizations, have not been selected for the top 100 list although at least one (Mutual of Omaha) would qualify on the basis of total dollar volume.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1973

RANK	PARENT COMPANY	RANK	PARENT COMPANY
70.	A M F, INC	21.	INTERNATIONAL TELEPHONE & TEL CORP
59.	AEROSPACE CORP (N)	62.	JOHNS HOPKINS UNIVERSITY (N)
89.	AMERADA MESS CORP	58.	KAISER INDUSTRIES CORP
51.	AMERICAN MOTORS CORP	96.	KAMAN CORP
6.	AMERICAN TELEPHONE & TELEGRAPH CO	63.	KIDDE WALTER & CO INC
43.	ASIATIC PETROLEUM CORP	17.	L T V CORP
90.	ATLANTIC RICHFIELD CO	67.	LEAR SIEGLER INC
57.	AUTOMATION INDUSTRIES, INC	16.	LITTON INDUSTRIES, INC
36.	AVCO CORP	1.	LOCKHEED AIRCRAFT CORP
31.	BENDIX CORP	73.	MAGNAVOX CO
93.	BLAIR ALGERNON INC	24.	MARTIN MARIETTA CORP
50.	BLAKE CONST CO & U S INDUSTRIES (JV)	81.	MASON & HANGER SILAS MASON CO
3.	BOEING CO	35.	MASSACHUSETTS INSTITUTE TECHNOLOGY
98.	BULOVA WATCH CO, INC	4.	MCDONNELL DOUGLAS CORP
76.	BURROUGHS CORP	88.	METRE (THE) CORP (N)
97.	CENTEX CORP	54.	MOBIL OIL CORP
94.	CHAMBERLAIN MFE CORP	69.	MOTOROLA INC
30.	CHRYSLER CORP	49.	NATIONAL PRESTO INDUSTRIES INC
77.	CITY INVESTING CO	42.	NORRIS INDUSTRIES
55.	COLLINS RADIO CO	15.	NORTHROP CORP
95.	COMPUTER SCIENCES CORP	83.	OLIN CORP
66.	CONTROL DATA CORP	91.	PACIFIC CORP
86.	CURTISS WRIGHT CORP	56.	PAN AMERICAN WORLD AIRWAYS INC
80.	CUTLER-HAMMER, INC	29.	R C A CORP
48.	DAY & ZIMMERMAN INC	11.	RAYTHEON CO
60.	DUPONT E I DE NEMOURS & CO	40.	REYNOLDS (RJ) INDUSTRIES, INC
99.	DYNALECTRON CORP	10.	ROCKWELL INTERNATIONAL CORP
72.	E SYSTEMS, INC	44.	SANDERS ASSOCIATES INC
38.	EASTMAN KODAK CO	80.	SEATRAN LINES INC
23.	EXXON CORP	100.	SHELL OIL CO
52.	F M C CORP	64.	SIGNAL COMPANIES INC (THE)
75.	FAIRCHILD INDUSTRIES, INC	33.	SINGER CO
26.	FORD MOTOR CO	14.	SPERRY RAND CORP
9.	GENERAL DYNAMICS CORP	34.	STANDARD OIL CO OF CALIF
2.	GENERAL ELECTRIC CO	68.	STANDARD OIL OF INDIANA
22.	GENERAL MOTORS CORP	74.	SVERDRUP & PARCEL & ASSOCS INC
47.	GENERAL TELEPHONE & ELECTN CORP	84.	SYSTEM DEVELOPMENT CORP
28.	GENERAL TIRE & RUBBER CO	29.	T R M INC
39.	GOODYEAR TIRE & RUBBER CO	27.	TELEDYNE INC
53.	GOULD, INC	25.	TENNECO INC
5.	GRUMMAN CORP	65.	TEXACO INC
85.	GULF OIL CORP	32.	TEXAS INSTRUMENTS INC
46.	HARRIS-INTERTYPE CORP	7.	TEXTRON INC
45.	HERCULES, INC	37.	THIokol CHEMICAL CORP
19.	HONEYWELL INC	61.	UNIROVAL INC
12.	HUGHES AIRCRAFT CO	8.	UNITED AIRCRAFT CORP
87.	HUNT BUILDING CORP	71.	UNITED STATES STEEL CORP
41.	I C I AMERICA, INC	79.	WESTERN UNION CORP
18.	INTERNATIONAL BUSINESS MACHINES CO	13.	WESTINGHOUSE ELECTRIC CORP
92.	INTERNATIONAL HARVESTER CO	78.	WHITTAKER CORP

(N) Nonprofit

(JV) Joint Venture

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100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1973
(1 JULY 1972 - 30 JUNE 1973)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	U. S. TOTAL <u>a/</u>	\$31,626,933 *****	100.00	100.00
	TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES <u>b/</u>	21,710,173 *****	68.64	68.64
1.	LOCKHEED AIRCRAFT CORP LOCKHEED ELECTRONICS CO, INC LOCKHEED MISSILES + SPACE CO INC LOCKHEED SHIPBUILDING CONSTRUCTION MURDOCK MACHINE + ENGR CO OF TEXAS	1,645,965 8,595 2,046 2,224 29		
	TOTAL	1,658,859	5.25	5.25
2.	GENERAL ELECTRIC CO MANAGEMENT + TECHNICAL SERVICES CO	1,415,433 805		
	TOTAL	1,416,238	4.48	9.73
3.	BOEING CO BOEING COMPUTER SERVICES INC BOEING INTL CORP	1,228,871 252 70		
	TOTAL	1,229,193	3.89	13.62
4.	MCDONNELL DOUGLAS CORP ACTRON INDUSTRIES, INC MCDONNELL AUTOMATION CO MCDONNELL DOUGLAS ASTRONAUTICS CO MCDONNELL DOUGLAS ELECTRONICS CO	1,073,257 2,098 166 63,761 4,904		
	TOTAL	1,143,286	3.61	17.23
5.	GRUMMAN CORP GRUMMAN AEROSPACE CORP GRUMMAN ALLIED INDUSTRIES, INC GRUMMAN DATA SYSTEMS CORP	21,578 885,034 299 2,103		
	TOTAL	909,014	2.87	20.10
6.	AMERICAN TELEPHONE + TELEGRAPH CO CHESAPEAKE + POTOMAC TELEPHONE CO ILLINOIS BELL TEL CO MICHIGAN BELL TEL CO MOUNTAIN STATES TEL + TEL CO NEW ENGLAND TEL + TEL CO NEW JERSEY BELL TELEPHONE CO NEW YORK TELEPHONE CO OHIO BELL TELEPHONE CO PACIFIC NORTHWEST BELL TELEPHONE PACIFIC TELEPHONE + TELEGRAPH CO SOUTH CENTRAL BELL TEL CO SOUTHERN BELL TELEPHONE + TELEGRPH SOUTHWESTERN BELL TELEPHONE TELETYPE CORP WESTERN ELECTRIC CO INC	187,037 3,055 90 128 3,273 1,223 730 217 809 443 788 456 3,528 2,860 6,428 563,541		
	TOTAL	774,696	2.45	22.55

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
7.	TEXTRON INC CLEVELAND METAL ABRASIVE CO OREGON TECHNICAL PRODUCTS TEXTRON ELECTRONICS INC TOWNSEND CO WATERBURY FARREL FOUNDRY + MACH CO	744,896 20 93 13 413 1,166		
	TOTAL	746,601	2.36	24.91
8.	UNITED AIRCRAFT CORP	741,290	2.34	27.25
9.	GENERAL DYNAMICS CORP FREEMAN COAL MINING CORP STROMBERG CARLSON CORP STROMBERG DATAGRAPHIX, INC	702,176 16 1,921 3,039		
	TOTAL	707,152	2.24	29.49
10.	ROCKWELL INTERNATIONAL CORP KIEHLE-GOSS-DEXTER, INC UNICOM SYSTEMS INC	703,923 15 29		
	TOTAL	703,967	2.23	31.72
11.	RAYTHEON CO ROSSOR ELECTRONICS LTD HEATH D C + CO IOWA MFG CO JAPANESE OVERSEAS SERVICE, INC MACHLEY LABORATORIES INC RAYTHEON SERVICE CO UNITED ENGINEERS + CONSTRUCTORS	656,340 16 13,795 38 430 1,070 7,921 74		
	TOTAL	679,684	2.15	33.87
12.	HUGHES AIRCRAFT CO HUGHES RESEARCH LABS SANTA BARBARA RESEARCH CENTER	543,921 942 1,796		
	TOTAL	546,659	1.73	35.60
13.	WESTINGHOUSE ELECTRIC CORP K-W BATTERY CO THERMO KING CORP URBAN SYSTEMS DEV CORP WESTINGHOUSE ELECTRIC SUPPLY CO WESTINGHOUSE LEARNING CORP	500,307 24 12 3,905 238 234		
	TOTAL	504,720	1.60	37.20
14.	SPERRY RAND CORP	447,023	1.41	38.61
15.	NORTHROP CORP HALLICRAFTERS CO NORTHROP WORLDWIDE ACFT SVCS INC PAGE COMMUNICATIONS ENGINEERS INC WARNECKE ELECTRON TUBES, INC	390,649 20,994 31,707 2,645 429		
	TOTAL	446,424	1.41	40.02

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
16.	LITTON INDUSTRIES, INC	10,497		
	AERO SERVICE CORP	143		
	ALLIS (LOUIS) CO	1,458		
	BIONETICS RESEARCH LABORATORIES	54		
	CLIFTON PRECISION PRODUCTS CO	11		
	DUMONT AVIATION ASSOCIATES	105		
	LITTON BUSINESS SYSTEMS, INC	291		
	LITTON INTL PUBLISHING CO	12		
	LITTON MEDICAL PRODUCTS, INC	205		
	LITTON PRECISION PRODS INC	565		
	LITTON SYSTEMS INC	410,291		
	MONROE BUSINESS EQUIPMENT CO INC	49		
	MONROE CALCULATING CO	64		
	MONROE INTERNATIONAL INC	192		
	PROFEXRAY INC	10		
	TOTAL	423,947	1.34	41.36
17.	L T V CORP	6,745		
	JONES & LAUGHLIN STEEL CORP	316		
	KENTRON HAWAII LTD	23,096		
	L T V AEROSPACE CORP	309,586		
	SERVICE TECHNOLOGY CORP	156		
	WILSON CERTIFIED FOODS, INC	2,280		
	WILSON & CO INC	2,758		
	WILSON SINCLAIR CO	2,141		
	TOTAL	347,078	1.10	42.46
18.	INTERNATIONAL BUSINESS MACHINES CO	301,650		
	I B M DEUTSCHLAND GMBH	12		
	SCIENCE RESEARCH ASSOCIATES INC	16		
	SERVICE BUREAU CORP	101		
	TOTAL	301,779	0.95	43.41
19.	HONEYWELL INC	242,834		
	HONEYWELL INFORMATION SYSTEMS, INC	29,591		
	TOTAL	272,425	0.86	44.27
20.	R C A CORP	227,516		
	HERTZ AUTOVERMIETUNG	11		
	NATIONAL BROADCASTING CO. INC	13		
	R C A ALASKA COMMUNICATIONS INC	4,019		
	R C A GLOBAL COMMUNICATIONS, INC	22,122		
	SHELBY WILLIAMS INDUSTRIES, INC	148		
	TOTAL	253,829	0.80	45.07
21.	INTERNATIONAL TELEPHONE & TEL CORP	117,520		
	E T C, INC	129		
	FEDERAL ELECTRIC CORP	59,867		
	I T T ARTIC SERVICES, INC	28,625		
	I T T AVIS, INC	11		
	I T T BARTON	273		
	I T T CONTINENTAL BAKING CO	2,805		
	I T T ELECTRO PHYSICS LABORATORIES	4,315		
	I T T GENERAL CONTROLS, INC	413		
	I T T GILFILLAN INC	18,992		
	I T T GRINNELL CORP	64		
	I T T GHALTNEY INC	1,962		
	I T T HARPER, INC	365		
	I T T JENNINGS	75		
	I T T SHERATON CORP OF AMERICA	15		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
27.	TELEDYNE INC			
	TELEDYNE MID AMERICA CORP	123		
	TELEDYNE REPUBLIC MFG	151		
	TELEDYNE SPRAGUE ENGINEERING	255		
	TELEDYNE TABER	35		
	TELEDYNE TELEMETRY CO	58		
	TELEDYNE THERMATICS	48		
	TELEDYNE WAH CHANG	1,653		
	TELEDYNE WISCONSIN MOTOR	422		
	TOTAL	188,194	9.69	59.37
28.	GENERAL TIRE & RUBBER CO	5,293		
	AEROJET ELECTROSYSTEMS CO	76		
	AEROJET GENERAL CORP	162,639		
	GATESVILLE MFG CO	674		
	CHEMICAL CONSTRUCTION CORP	18,437		
	TOTAL	186,519	9.59	59.46
29.	T R W INC	166,147		
	CRESCENT INSUL WIRE & CABLE CO, INC	98		
	GLOBE INDUSTRIES INC	175		
	RAMSEY CORP	58		
	T R W COLORADO ELECTRONICS, INC	18,734		
	T R W SEMICONDUCTORS, INC	75		
	TOTAL	177,257	9.56	51.22
30.	CHRYSLER CORP	149,362		
	CHRYSLER OUTBOARD CORP	3,915		
	TOTAL	152,275	7.48	51.71
31.	BENDIX CORP	144,872		
	AMERICAN FOREST PRODUCTS CORP	123		
	BENDIX AEROSPACE ELECTRONICS CO	79		
	BENDIX FIELD ENGINEERING CORP	5,884		
	BENDIX WESTINGHOUSE AUTOMOTIVE	31		
	FRAM CORP	378		
	SKAGIT CORP	34		
	TOTAL	149,784	7.47	52.17
32.	TEXAS INSTRUMENTS INC	142,891	7.45	52.42
33.	SINGER CO	85,813		
	CONTROLS CO OF AMERICA	23		
	FRIDEN, INC	34		
	GRAFLEX INC	1,265		
	H R S SINGER, INC	7,849		
	LAYNE & BOWLER PUMP CO	17		
	SINGER GENERAL PRECISION INC	43,517		
	SINGER TELE-SIGNAL	4,891		
	TOTAL	141,816	7.45	53.17
34.	STANDARD OIL CO OF CALIF	64,374		
	CALTEx ASIA LTD C/	3,994		
	CALTEx OIL PRODUCTS CO C/	43,178		
	CALTEx OIL THAILAND LTD C/	3,818		
	CALTEx OVERSEAS LTD C/	553		
	CHEVRON ASPHALT CO	61		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
34.	STANDARD OIL CO OF CALIF CHEVRON CHEMICAL CO CHEVRON INTERNATIONAL OIL CO. INC CHEVRON OIL CO	71 71 16,525		
	TOTAL	132,445	0.42	53.49
35.	MASSACHUSETTS INSTITUTE TECHNOLOGY	124,828	0.39	53.88
36.	AVCO CORP AVCO ECONOMIC SYSTEMS CORP AVCO EMBASSY PICTURES CORP AVCO EVERETT RESEARCH LABORATORY	120,873 3,201 92 64		
	TOTAL	124,230	0.39	54.27
37.	THIokol CHEMICAL CORP	120,364	0.38	54.65
38.	EASTMAN KODAK CO KODAK EXPORT, LTD	116,503 14		
	TOTAL	116,517	0.37	55.02
39.	GOODYEAR TIRE & RUBBER CO GOODYEAR AEROSPACE CORP MOTOR WHEEL CORP	67,542 46,659 614		
	TOTAL	114,815	0.36	55.38
40.	REYNOLDS (RJ) INDUSTRIES, INC GULF PUERTO RICO LINES, INC RJH FOODS, INC SEA-LAND SERVICE, INC	26,935 650 1,660 85,395		
	TOTAL	114,660	0.36	55.74
41.	I C I AMERICA, INC	113,472	0.36	56.10
42.	NORRIS INDUSTRIES PRESSED STEEL TANK CO, INC	112,095 193		
	TOTAL	112,288	0.36	56.46
43.	ASIATIC PETROLEUM CORP	112,173	0.35	56.81
44.	SANDERS ASSOCIATES INC	111,213	0.35	57.16
45.	MERCURIES, INC A & T SYSTEMS, INC BLACK CROW & EIDNESS, INC HASKON, INC HAYES INDUSTRIES INC SEABOARD PFG LABORATORIES	109,048 18 68 621 56 326		
	TOTAL	110,142	0.35	57.51

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
46.	HARRIS-INTERTYPE CORP DATACRAFT CORP HARRIS COMMUNICATION SYSTEMS INC P R D ELECTRONICS, INC R F COMMUNICATIONS, INC TOTAL	41,161 93 160 64,372 2,608 ----- 108,394		57.85
47.	GENERAL TELEPHONE + ELECTN CORP G T E AUTOMATIC ELECTRIC INC G T E INFORMATION SYSTEMS, INC G T E LABORATORIES, INC G T E LENKURT, INC G T E PENNSYLVANIA INC GENERAL TELEPHONE CO OF FLORIDA GENERAL TELEPHONE CO OF NORTHWEST GENERAL TELEPHONE CO OF SOUTHEAST GENERAL TELEPHONE CO OF SOUTHWEST HAWAIIAN TELEPHONE CO PENNSYLVANIA LICHTTECHNIK ELEKTRO GMBH PENNSYLVANIA MINATURE LIGHTING PRODUCT ULTRONIC SYSTEMS CORP TOTAL	117 2,932 49 212 494 93,609 397 25 38 190 8,852 27 12 48 ----- 107,002	0.34	58.19
48.	DAY + ZIMMERMAN INC	104,396	0.33	58.52
49.	NATIONAL PRESTO INDUSTRIES INC	103,499	0.33	58.85
50.	BLAKE CONST CO + U S INDUSTRIES JV	102,321	0.32	59.17
51.	AMERICAN MOTORS CORP A M GENERAL CORP MERCURY PLASTICS CO TOTAL	100,765 152 ----- 100,917	0.32	59.49
52.	F & C CORP KILBY STEEL CO INC WAYNE MFG CO TOTAL	99,635 85 415 ----- 100,135	0.32	59.81
53.	GOULD, INC CLEVITE CORP TOTAL	99,320 24 ----- 99,344	0.31	60.12
54.	MOBIL OIL CORP MOBIL CHEMICAL CO TOTAL	98,101 29 ----- 98,130	0.31	60.43
55.	COLLINS RADIC CO	86,327	0.27	60.70
56.	PAN AMERICAN WORLD AIRWAYS INC	82,897	0.26	60.96

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
57.	AUTOMATION INDUSTRIES, INC CHELSEA CLOCK CO FACILITIES MGMT CORP G + H TECHNOLOGY, INC SPARTAN AVIATION, INC VITRO CORP OF AMERICA TOTAL	59,120 11 4,311 56 2,163 13,773 79,434	0,25	61.21
58.	KAISER INDUSTRIES CORP KAISER AEROSPACE + ELECTRONICS COR KAISER STEEL CORP NATIONAL STEEL + SHIPBUILDING CO TOTAL	1,033 2,048 4,512 71,595 79,188	0,25	61.46
59.	AEROSPACE CORP (N)	77,448	0,24	61.70
60.	DUPONT E I DE NEMOURS + CO ENDO LABORATORIES, INC REMINGTON ARMS CO, INC TOTAL	8,577 109 68,580 77,266	0,24	61.94
61.	UNIROYAL INC	76,174	0,24	62.18
62.	JOHNS HOPKINS UNIVERSITY (N)	76,104	0,24	62.42
63.	KIDDE WALTER + CO INC AMERICAN DESK MFG CO ASSOCIATED TESTING LABS INC AUDIO EQUIPMENT CO INC CHATAS GLASS CO COLUMBIAN BRONZE CORP CRAIG SYSTEMS CORP DE LAUREAL ENGINEERS INC DURA CORP FENNAL INC FERGUSON PROPELLER + RECOND, LTD GIPE ALBERT J + ASSOCIATES INC GROVE MFG CO H + S PRODUCTS HARRINGTON + RICHARDSON INC MATZ, CHILDS AND ASSOCIATES, INC UNITED STATES LINES CO TOTAL	3,378 14 53 72 14 11 2,172 13 463 660 214 20 110 1,843 68 50 65,928 75,683	0,24	62.66
64.	SIGNAL COMPANIES INC (THE) DURHAM BUSH INC GARRETT CORP MACK TRUCKS INC PETROLEUM MEAT + POWER CO, INC PRECISION RUBBER PRODUCTS CORP SCOTLAND OIL CORP TOTAL	299 187 65,769 1,538 1,156 11 3,403 72,363	0,23	62.89

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
65.	TEXACO INC	9,726		
	CALTEX ASIA LTD C/	3,993		
	CALTEX OIL PRODUCTS CO C/	43,178		
	CALTEX OIL THAILAND LTD C/	3,618		
	CALTEX OVERSEAS LTD C/	553		
	JEFFERSON CHEMICAL CO INC	11		
	TEXACO BELGIUM S A	53		
	TEXACO EXPORT INC	9,945		
	TEXACO OPERATIONS (EUROPE), LTD	641		
	WHITE FUEL CO INC	98		
	TOTAL	71,810	0.23	63.12
66.	CONTROL DATA CORP	70,041		
	ASSOCIATED AERO SCIENCE LABS INC	798		
	ELECTRONIC ACCOUNTING CARD CORP	44		
	MILLER PRINTING MACHINERY CO	126		
	TOTAL	71,009	0.22	63.34
67.	LEAR SIEGLER INC	70,384		
	AMERICAN AVITRON, INC	198		
	L S I SERVICE CORP	33		
	TOTAL	70,615	0.22	63.56
68.	STANDARD OIL OF INDIANA			
	AMERICAN OIL CO	66,629		
	AMOCO CHEMICALS CORP	301		
	AMOCO ITALIA S P A	555		
	TOTAL	67,485	0.21	63.77
69.	MOTOROLA INC	65,713		
	MOTOROLA OVERSEAS CORP	755		
	TOTAL	66,468	0.21	63.98
70.	A M F, INC	65,515		
	A M F OVERSEAS CORP	15		
	A M F VOIT, INC.	306		
	HARLEY-DAVIDSON MOTOR CO	61		
	TOTAL	65,897	0.21	64.19
71.	UNITED STATES STEEL CORP	62,389		
	R M i CO	439		
	REACTIVE METALS INC	14		
	UNITED STATES STEEL INTL	1,283		
	TOTAL	64,125	0.20	64.39
72.	E SYSTEMS, INC	60,728	0.19	64.58
73.	MAGNAVOX CO	59,439	0.19	64.77
74.	SVERDRUP & PARCEL & ASSOCS INC	2,392		
	ARO INC	54,993		
	TOTAL	57,385	0.18	64.95

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
75.	FAIRCHILD INDUSTRIES, INC	55,441	0.18	65.13
76.	BURROUGHS CORP	53,576		
	BURROUGHS CONTROL CORP	1,069		
	TOTAL	54,645	0.17	65.30
77.	CITY INVESTING CO			
	AMERICAN ELECTRIC INC	248		
	HAYES INTERNATIONAL CORP	48,730		
	RHEEM MFG CO	119		
	WELLS MARINE, INC	4,609		
	TOTAL	53,706	0.17	65.47
78.	WHITTAKER CORP	12,198		
	AIRCRAFT HYDRO-FORMING, INC	379		
	BERTRAM YACHT CORP	15		
	CANOGA ELECTRONICS CORP	11		
	DETROIT BOLT + NUT CO	32		
	DYNASCIENCES CORP	1,648		
	ELECTRONIC RESOURCES, INC	192		
	FALCON RESEARCH + DEV CENTER	1,450		
	HOL-GAR MFG CORP	5,578		
	SHOCK HYDRODYNAMICS, INC	604		
	SPACE SCIENCES, INC	58		
	STRAIGHTLINE MFG CO	3,620		
	TASKER INDUSTRIES	23,351		
	YARDNEY ELECTRIC CORP	3,707		
	TOTAL	52,843	0.17	65.64
79.	WESTERN UNION CORP	55		
	WESTERN UNION DATA SERVICES CO INC	66		
	WESTERN UNION OF HAWAII, INC	13		
	WESTERN UNION TELEGRAPH CO	51,796		
	TOTAL	51,930	0.16	65.80
80.	CUTLER-HAMMER, INC	51,395		
	CONTROL SWITCH, INC	91		
	DURANT DIGITAL INSTRUMENTS	10		
	TOTAL	51,496	0.16	65.96
81.	MASON + HANGER SILAS MASON CO	48,385	0.15	66.11
82.	SEATRAN LINES INC	36,843		
	HUDSON WATERWAYS CORP	10,887		
	TRANSEASTERN SHIPPING CORP	450		
	TOTAL	48,180	0.15	66.26
83.	OLIN CORP	47,400	0.15	66.41
84.	SYSTEM DEVELOPMENT CORP	47,388	0.15	66.56

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
85.	GULF OIL CORP	19,717		
	ALLIED GULF NUCLEAR SERVICES	12		
	CARIBBEAN GULF OIL CO	6,157		
	GULF ENERGY + ENVIRONMENTAL SYSTEM	1,197		
	GULF IRAN CO	817		
	GULF OIL TERMINAL CO	119		
	GULF OIL TRADING CO	12,825		
	GULF PETROLEUM SA PANAMA	632		
	INDUSTRIAL ASPHALT INC	13		
	JONES (T A D) + CO, INC	520		
	KOREA OIL CORP	3,310		
	PITTSBURG MIDWAY COAL MINING CO	65		
	TOTAL	45,384	0,14	66,70
86.	CURTISS WRIGHT CORP	44,871		
	DORR-OLIVER, INC	21		
	MARQUETTE METAL PRODUCTS CO	21		
	METAL IMPROVEMENT CO	56		
	TARGET ROCK CORP	49		
	TOTAL	45,018	0,14	66,84
87.	HUNT BUILDING CORP	43,703	0,14	66,98
88.	MITRE (THE) CORP (N)	41,859	0,13	67,11
89.	AMERADA HESS CORP	7,921		
	HESS OIL VIRGIN ISLANDS CORP	33,885		
	TOTAL	41,806	0,13	67,24
90.	ATLANTIC RICHFIELD CO	41,740	0,13	67,37
91.	PACIFIC CORP			
	AIR AMERICA INC	41,430		
	AIR ASIA CO LTD	19		
	TOTAL	41,449	0,13	67,50
92.	INTERNATIONAL HARVESTER CO	39,035		
	MACLEOD + CO	2,278		
	TOTAL	41,313	0,13	67,63
93.	BLAIR ALGERNON INC	40,807	0,13	67,76
94.	CHAMBERLAIN MFG CORP	40,406	0,13	67,89
95.	COMPUTER SCIENCES CORP	39,458		
	ENVIRONMENTAL RESEARCH CORP	71		
	GEONAUTICS, INC	200		
	TOTAL	39,729	0,13	68,02

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
96.	KAMAN CORP KAMAN AEROSPACE CORP	12,777 26,440		
	TOTAL	39,217	0.12	68.14
97.	CENTEX CORP BATESON J W CO INC CENTEX CONSTRUCTION CO INC	33,254 5,818		
	TOTAL	39,072	0.12	68.26
98.	BULOVA WATCH CO, INC	36,293	0.11	68.37
99.	DYNALECTRON CORP GRIFFIN CONSTRUCTION CO GRIFFIN ELECTRIC CO	35,880 58 60		
	TOTAL	35,998	0.11	68.48
100.	SHELL OIL CO INTERNATIONAL LUBRICANT CORP	35,606 342		
	TOTAL	35,948	0.11	68.59 ^{d/}

FOOTNOTES:

- a/ Net value of new procurement actions minus cancellations, terminations and other credit transactions. The data include debit and credit procurement actions of \$10,000 or more, under military supply, service and construction contracts for work in the U. S. plus awards to listed companies and other U. S. companies for work overseas.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1973 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.
- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.; half of the total of military awards is shown under each of the parent companies.
- d/ Does not agree with percentage shown on page 6 due to rounding.